

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 COME-00 EB-07 TRSE-00 OMB-01 CIEP-01

SS-15 SP-02 NSC-05 AGR-05 FRB-03 L-02 H-02 XMB-02

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FM AMEMBASSY SOFIA

TO SECSTATE WASHDC 9526

INFO AMEMBASSY VIENNA

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TAGS: ECON, EEWT, EFIN, XG, JA, US

SUBJECT: DAVID ROCKEFELLER'S VISIT TO BULGARIA

REF: A) SOFIA 775; B) STATE 87103

1. BULGARIANS TREATED DAVID ROCKEFELLER ALMOST LIKE A HEAD OF GOVERNMENT, HOUSING HIM AND HIS COLLEAGUES IN OFFICIAL GOVT RESIDENCE, HAVING HIM RECEIVED BY ZHIVKOV HIMSELF AT BOYANA, AND GENERALLY LAVISHING ATTENTIONS UPON HIM. (WE ARE SENDING THE PRINTED PROGRAM TO EUR/EE AND S/CPR.) RESULTS IN TERMS OF BANKING WERE NOT PARTICULARLY IMPORTANT, BUT HIS VISIT HELPED TO BRING OUT POLITICAL POINTS, SOME OF WHICH MR. ROCKEFELLER MAY BE HIMSELF REPORTING TO WASHINGTON.

2. FIRST MEETING WITH HIS NOMINAL HOST, DEPUTY PREMIER TANO TSOLOV, WENT LESS THAN WELL. BULGARIANS, IN THEIR VERSION OF THE CARGO CULT, STARTED BY ASKING ROCKEFELLER TO NAME AMOUNT OF CREDITS THAT CHASE MANHATTAN BANK WOULD AWARD BULGARIA, SUGGESTING \$100 MILLION FOR STARTERS BUT HINTING THAT TWICE THAT AMOUNT WOULD BE QUITE ACCEPTABLE. ROCKEFELLER HAD TO MAKE CLEAR THAT HIS BANK DOES NOT OPERATE THAT WAY, THAT IT IS QUITE WILLING TO GO THROUGH WITH FINANCING OF TOBACCO PROJECT (ABOUT \$20 MILLION)

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IF IT IS PROPERLY JUSTIFIED, THAT OTHER PROJECTS MIGHT

FOLLOW, BUT THAT OVERALL AMOUNTS WOULD DEPEND ON THE MERITS OF INDIVIDUAL FINANCING PACKAGES. BULGARIANS READILY ACCEPTED THIS, AND FOLLOWING MEETINGS PROCEEDED ON MORE REALISTIC BASIS.

3. AT DINNER APRIL 29 TSOLOV DELIVERED A LENGTHY REVIEW OF US-BULGARIAN RELATIONS GOING BACK TO 1876, STRESSING EAGERNESS OF GOB TO BUILD ON PROGRESS ACHIEVED IN IMPROVED RELATIONS DURING THE LAST YEAR OR SO, THROUGH EXPANSION OF TRADE AND CONCLUSION OF INDIVIDUAL AGREEMENTS OF COOPERATION. ALTHOUGH HE LUMPED TECHNICAL, SCIENTIFIC AND CULTURAL COOPERATION TOGETHER, WE UNDERSTAND FROM AVRAMOV (DIRECTOR MFA AMERICAS BUREAU) THAT GOB CONTINUES WILLING TO HANDLE THOSE SUBJECTS INDIVIDUALLY AND IN NO PARTICULAR ORDER. THERE WAS CALL FOR TRADE AGREEMENT, OF COURSE, BUT NO EXPRESSION OF RELUCTANCE TO PROCEED IN ABSENCE OF AMENDMENT TO THE TRADE REFORM ACT; NOR WAS ANYTHING SAID EXPLICITLY THAT OUR PROBLEMS WITH THE USSR WOULD HAVE TO BE RESOLVED FIRST.

4. WE RECEIVED ONLY SKETCHY REPORTS OF SECOND DAY. TALKS WITH NATIONAL BANK AND FOREIGN TRADE BANK GOT DOWN TO MORE SPECIFIC DISCUSSION OF AMERICAN TRADE OPPORTUNITIES, PARTICULARLY IN FOOD SECTOR (APPARENTLY INCLUDING SILISTRA "VERTICALLY INTERGRATED COMPLEX" AND PLOVDIV PROJECT).

5. ZHIVKOV SEEMS TO HAVE TAKEN A PRAGMATIC LINE ABOUT DEVELOPMENT OF TRADE, INDIRECTLY MENTIONING JACKSON-VANIK BUT STATING THAT IMPASSE MUST NOT BE DRAMATIZED AND IMPLYING THAT MODUS OPERANDI CAN BE FOUND TO EXPAND TRADE UNTIL SOMETHING MORE FORMAL CAN BE DONE. APPARENTLY ZHIVKOV ALSO MADE SOME MORE GENERAL REMARKS ABOUT US-BULGARIAN RELATIONS. MEMBER OF ROCKEFELLER PARTY (OSWALD JUDAR, VICE PRESIDENT STATIONED VIENNA) PROMISED TO BRIEF EMBASSY VIENNA ON THIS MOST INTERESTING ASPECT OF VISIT.

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